AN INDEPENDENT DAILY NEWSPAPER

DEDICATED TO THE SERVICE OF THE PEOPLE, THAT NO GOOD CAUSE SHALL LACK A CHAMPION, AND THAT EVIL SHALL NOT THRIVE UNOPPOSED.

H. D. Slater, Editor-in-Chief and controlling owner, has directed The Herald for 14 years; G. A. Martin is News Editor.

EL PASO HERALD EDITORIAL AND MAGAZINE PAGE

Wednesday, November Fifteenth, 1911.

THIRTY-FIRST YEAR OF PUBLICATION

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War News From Hee-Haw

HERE must be a joker in the China war news somewhere. The San Francisco junta of the revolutionary party is manufacturing news to suit its own purposes, and anything credited to this native news bureau should be taken with a wink. But it is going a bit too far when they tell us one day that the imperial court has fled up Hot river, and the next tell us that the court is considering a vacation trip to Jehol, which is only the Chinese for Sheol, which is only the preacher-ese for hell, which is good Shaksperian English.

The El Paso Herald pays about 1-20th of the total receipts from all sources, of the El Paso postoffice, month by month and year by year. This gives some ides of the immensity of the business which this publication has developed by doing business on the square. The Herald pays 72 percent of the second-class postage, covering all newspapers and periodicals.

Abiline Transformed

AYBE the last El Paso business men's excursion did not go quite far enough east. Abilene, Texas, is well worth seeing, and El Paso, many times as large, can get pointers there. The business section has just been completely transformed. Sidewalks 18 feet wide have replaced part of the old useless excessive width of unpaved roadway, the remaining street space has been permanently paved, and ernamental electric lighting poles have been erected, carrying clusters of three enclosed arcs, more attractive than El Paso's 100senecks.

Perhaps most notable of all, this progressive little west Texas city has removed every pole and wire from the main business atreets; and when the trolley cars come, arrangements will be made to attach even the trolley guy wites to the buildings wherever possible, thus avoiding a cluttering up of the streets and the air with dangerous and unsightly poles and wires.

It is a fact that some of the smaller southwestern cities seem to learn more readily from the experiences of older and wiser cities and act more quickly and more consistently upon their newly acquired information and ideas, than does El Paso, which has always been rather self complacent, with all her spirit of progressiveness.

Socialism showed a large increase in voting strength at the recent elections. The Socialistic party has in its platform so many of the demands that radicals of both the Democratic and the Republican parties have lately taken up, that it is no wonder the more extreme adherents of both the old parties should drift into the party that has historic title to the newly popularized fads and cure-alls.

Wisdom From the Soil

DISTRICT farmers' union of northeast Texas recently passed resolutions commending the work of the Texas Commercial Secretaries' association, saying further: "Many of us are learning the truth about the good work you are doing, and we believe the Texas farmer will some day learn that his real friends are the fair minded business men and not the politicians."

A business man, manager of great interests, recently expressed the riew that it would be better for the country if there were more business men in congress, and fewer lawyers. Some lawyers are good business men, but not all; and it is sort of tough to have all the business of the country subject to unintelligent interference by that large number of lawmakers both state and national, who do not understand the legitimate needs of legitimate business and recklessly tamper with finely adjusted industrial and commercial machinery about which they are uninformed.

Activity of railroads in buying cars, locomotives, and rails is looked upon as significant of steady though gradual improvement in business and industry. Late orders have included 25,000 cars, 300 locomotives, and 500,000 tons of steel rails. The large orachases are taken by careful observers to indicate returning confidence, which will have a widespread stimulating effect.

The Clerk Who Broke the Glass

MERCHANT feels under heavy responsibility to give always full weight and full measure in return for the money paid him by customers. If an honest merchant caught a clerk deliberately cheating a customer, that clerk would go out the front door without waiting to open it. The successful merchant makes it his duty, as well as his pride, to give a little better quality than the specification calls for, and to make the quantity absolutely full according to the tested weights

This being the rule of any honestly conducted mercantile or manufacturing business, why should this same merchant tolerate any different standard of conduct on the part of the publisher of a newspaper in which he buys advertising space? The merchant has as much right to know positively about the circulation of a newspaper which solicits his business, as the merchant's customer has to know mbout the quality and quantity of the cloth or sugar or coal or flour he is buying.

Under the law, a manufacturer is not permitted to carry a label on a package saying "One pound" unless the contents weigh, net, full 16 ounces avoirdupois. A milk dealer who scaled his "pint" bottles to 15 1-2 ounces would be prosecuted by the official scaler of weights and measures, for fraud. The pure food laws compel manufacturers to state the proportion, if any, of adulterants in each package, These laws are good, and are never objected to by the honest manufacturer or

It is a straight business proposition. When you buy advertising, know what circulation you are paying for, know what you are actually getting, demand proof, investigate for yourself. It is your right, and a duty you owe yourself, your business partners, and your family.

Put it down as solid fact, that the publisher who refuses to make satisfactory demonstration of the truth of circulation statements made by him or his solicitors, dares not throw open his records because he knows they will expose the truth that he has been taking the money of his advertisers under false pretences of a circufation he cannot demonstrate.

Check your invoices, and demand proof of circulation.

One-Sentence Philosophy

QUAKER MEDITATIONS.

(Philadelphia Record.) About the time a girl begins to lose interest in dolls she turns her attention to dollars.

The worst thing about the man who is always losing his temper is that he finds it again. About the only chance so ie of us have to count our chicken, is before they are hatched.

"All things come to thore who wait," quoted the Wise Guy. 'Yes, but they will come sooner if you are too busy to wait for them," added the Simple Mug.

IN AND ABOUT THE CITY. (Philadelphia Record.)

The only cure for o'd age is to die

The selfmade man never seems to suffer from remorse. A nest egg in bank will keep a man from brooding over his troubles. Lots of politeness is wasted on peo-ple who are too slick to be taken in by it.

HUMOR OF THE DAY, Knicker—Jones brags he has a Tupen mind. Bocker—Yes, everything escaped from it long ago.—New York Sun. Ned-What did the telephone girl say when she handed back Jack's solitaire and broke the engagement? Tom-Ring off!-Somerville Journal

LITTLE STORIES.

Two Languages The charm of Mrs. Buth McEnery Stuart's negro dialect stories was great-ly enhanced when she read them herby enhanced when she read them herself, as she used frequently to do in
the early days of her fame, for charity
and church entertainments. Her imitation of the negro dialect was excellent and her small son, who was very
proud of her accomplishments in this
line, frequently heasted of it smong
the other children. Once when some of
his schoolmates were vaunting the accomplishments of their several mothers
he was overheard to declare: he was overheard to declare:
"Well, my mother is smarter than
any of yours. She can speak two lan-

"White and colored."

What are they?" demanded his com-

Not Big Enough. While x-president Roosevelt was on his famous Louislana bear bunting trip he sed by an old colored man's officers, and saw two fine hounds.

Mr. Roosevelt made several offers die to the several offers. Mr. Roosevelt made several offers for the hounds, but the old man shock his head. Finally the president said:
"If you knew who I am you would sell me those hounds."
"Sell you dem houn' dawgs if I knewed who you is!" exclaimed the man. "Who is you, anyhow?"
"I am president Roosevelt," was the realy

The old man looked at him a moment

UNCLE Denatured Poem

P OR GEORGE has grown tired of his kinging, according to stories I hear; he's never seen denoing and singing, or wearing a smile can be stories. a life artificial, to splendor that wenties the soul, to attitudes grave and judicial, a monarch is deep in the hole. For him no excursion or silly, no natural, uplifting joys; a dog fight's on deck in the alley, he cannot look on with the boys; the circus has come and the people are sending glad GEORGE shouts to the sky; the king cannot climb a church steeple to see
the procession go by. The king cannot sit on the bleachers and yell
when the umpire is shain; most lonely of all living creatures, he just has to stay home and reign. Though roughly the old world may treat you, though troubles each morning may bring, though bogies and jabberwocks meet you, be thankful that

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The Daily Horrorscope By T. K. Hedrick

The "Gink" says:

you're not a king!



(November 15-) Virgo is still regnant over the moon, but the trade signs rise to power too, and woman's activities should be along commercial lines. It is a favorable time for buying household commodities, women's fol de rols, and such. Women in trade, or who work for a living are promised many advantages. Let them seek that what they will, in the way of promotion, advancement of salary, or other concessions, and if their causes be just, they will obtain what they seek. The stars are with them. In the domestic world, the augurjes are favorable to the solution of all manner of vexing problems. Inspiration should be afforded as to how to lighten labor, economize in time and money, and achieve more leisure for visits, shopping and bridge whist. It is a day for women, but in parctical, rather than in romantic endeavors. Though the two often are combined, as the wellfed man comes to realize. A contented spirit, greatest of blessings, is promised the

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THE TORNADO

(By Ben G. Sampson.

The Herald's Daily Short Story

Mr. and Mrs. John Henry Smith are still partial to the charms of the country near the old stone culvert.

This Date 1897

William Zabriskie has returned from

E. S. Newman made a large cattle shipment to Tucson today.

Alfred Kinney left for Burlington, in, this morning on a visit.

The present White Oaks line run-ning north of Fort Bliss will be moved 1000 feet to the east.

The Washington Park Driving asso

ciation has been organized, and the books for subscriptions will soon be

Major W. H. H. Llewellyn came to El Paso this morning from Las Crucas. He will remain in town for several

The transfer of the White Oaks property, owned by the Gould interests, was made today to the El Paso & Southeastern Railroad company.

U. S. Stewart and family have re-turned home after a visit to the Santa Rosalia Hot Springs. Zack White, who

H. Lutz, who helped himself to a wheel from McCutcheon & Payne's stand, was yesterday fined \$50 in the district court and sentenced to one day in the county jail.

Superintendent of motive power J. W. Addis, together with master mechanic Potten, of the T. & P., left for the east this afternoon after an inspection trip over the western lines.

14 Years Ago

a Tuccon trip.

Years Ago To-

the olds in favor of the tornade. Smith held his speed until the last second and then lammed on the brakes as they rushed down the rocky road leading to the old ford. He stopped almost on the edge of the dry bed of the creek, with the embankment to their left.

their left. Miss Harding leapt to the ground and stood dazed for an instant. Smith stumbled as he jumped, but was on his feet like a flash. The arch of the culvert was only a few away, but had they not been protected by the embankment they would have been beaten down and killed are they reached its shelter.

Gravel and pebbles from the road-Gravel and peobles from the road-way above were dashed into their faces by the advance blast of the tor-nado. Grasping her by the arm he dragged or carried her, he knew not which, to the yawning but welcome opening of the old stone archway so ortunately near.
They were tossed back and forth in

this tunnel, a resistless suction pulling them first towards one entrance and then towards the other, only to be hurled back by buffeting blows.

A tree was dashed across the west opening, one twisted limb projecting well into the culvert. They could not distinguish the crashes of thunder from those of the hurtling trees, or from the demoniac rear of the tornado.

They caunot say how long this lasted, but there came a moment of appalling silence. The tornado had passed! With this strange value the darkness lifted his tunnel, a resistless suction pullin and they knew that the crisis

this strange calm the darkness lifted alightly and they knew that the crisis was over.

They were in the center of the tunnel, the rapidly rising water swirling at their feet. He became aware that he was supporting her with his arm, and that her head was resting on his shoulder. Though the tornade had passed, the sterm still raged flercely, but its din seamed slience compared with what had preceded it.

"Are—are you hurt?" she faltered gently trying to release herself. "Are we going to be drowned?"

"I don't know—I don't think so." he faltered, bracing bimself against the rising waters and clasping her closer, as if in fear the flood and tempest would drag her from him. "It would be lust my luck, for I want to tell you something. I—"

A crash of thunder reverberated through the walls of their prison.

"I want to tell you that I love you, and unless I tell you now I may never get another chance. I have been trying to tell you this for more than a month, and if we never get out of here I want you to know that I love you. Do you love me, darling."

"I—I don't know—I think I do." she replied hestiatingly, a slight suspicion of laughter in her voice. "But Juck, the water is awfully deep and wet. Is there any danger?"

"Not the lenst!" He declared joyfully. "Do you think I would let you die in this old culvert? I am the happiest man in the world! It is growing lighter. Here's a ledge on which you can stand."

A few yards away was a narrow shelf two feet or more above the bed of the creek, and he helped her to obtain a footing on it, although at one time she slifted beneath the waters and was all but carried away by its force.

"We can stand another foot and a half rise." he said. "Are you all right

"I uspose you and your wife share everything?" "Not at all. She insists that I have all the faults."—Detroit Free Press.

The old use looked at him a moment and then said:

"We can stand unother foot and a be used as evidence in the case against that I have all the faults."—Detroit get dem dawga."

The old use looked at him a moment by its force.

"We can stand unother foot and a be used as evidence in the case against them. The American deligration was the specially good, containing but few flaw."

Even as he spake the water rose but few flaw.

F a word in he remembered that there was a farmhouse not there was a farmhouse not there was a farmhouse not the rained. He started that earlier a face of the started that the started that he started the started that he started the started that he started the started the started the started that he started the started that he started the st

Waving a kindly farewell to the shelter which had saved them, they took the back lane until they came to a road which led away from the course of the tornade.

American "aristocrat"—the flower of the tipping system.
So it is with Mr. Douceur in one of the great hotels of New York, but his tribe and clan is scattered all over the country from Seattle to Miami, from Bangor to San Diego. He doesn't always give \$10 a day in tips, but he gives enough to buy that particular distinction which gives him the olace that he desires, and that reacts in discomfort and bad service on his fellow-men. He is the man that can always get He is the man that can always get through the gats at the rallroad sta-tion to see his friend off on the train tion to see his friend off on the train when the common herd is held back; he is the man that gets inside the first lines where he has no carthly business; the man technically known to the fireman as a "buffalo"; he is the man who holds up the line by talking sweet nothings to the blonde cashier in the cheap cating house; he is the man who goes by the gate keeper at the ball park with a "Hello Charile"; in short has is the man who cherishes the curtous delusion that he is advancing himself in the world by spending his money, much or li'de, to buy a little cheap distinction at the appense of his own cash and his fellows' comfort.

If this man's tipping went no further then his own bankruptcy there is reathen his own bankruptcy there is rea-son to believe that it would meet with very little objection from the public at

arge, but it doesn't stop there. Every-one of the simple-minded creatures of the Douceur tribe makes it cost the rdinary American so much more per ay to travel on the trains, to stop at he holels, to eat in the restaurants to ide in the faxicabs or to be shaved at Standard Is Raised.

can business man.

Over in Europe, where everybody knows the tip is a nuisance, there is a measure opinion that this same amount the table a manage, there is a manufactural mous opinion that this same American, bent on buying his way into distinction, has rained the joys of travel. In part this European condemnation is unjust. The American snob at home has so raised the standard of the sta the east this afternoon after an inspection trip over the western lines. It is reported that the horses and wagon of Nick Carson have been those yesterday, he left the team for a few minutes. Upon his return both were gone. It is thought that the his been operating the gang of counterfeiters last night that has been operating here for some time. The gang is composed of two Mexicans. All their dies and other tools were confiscated and will be used as evidence in the case against them. The American dollars made by them were especially good, containing but few flawr.

It is reported that the horses and the horses and the some confiscated and will be used as evidence in the case against them. The American dollars made by them were especially good, containing but few flawr.

It is reported that the horses and the toping system in general as the snob causes in the Upon and the tipping system in general as the snob causes in the Upon and the tipping system in general as the snob causes in the Upon and the person of a rah-rah boy spending the governor's money in vacation time. The rail-rah boy desent know any better and he is not quite so offensive, perhaps, when he appears in the person of a rah-rah boy spending the governor's money in vacation time. The rail-rah boy desent know any better and he is not quite so offensive, perhaps, when he appears in the person of a rah-rah boy spending the governor's money in vacation time. The rail-rah boy desent know any better and he is not quite so offensive, perhaps, when he appears in the person of a rah-rah boy spending the governor's money in vacation time. The rail-rah boy desent know any suffer some when all sweeping, washing, froning, dish cleansing and other mental labor will be accomplished to the alma-boy desent know any better and he is not untertained to down which today which today waiters and believe animal. He is piticale as well as pitiful when he appears in the garb or an any suffer of the any will not be apeau in back breaking and other mental labor will be acco

TIPPING POISONS THE MAN WHO DOES IT AS WELL AS THE RECIPIENT

Men Who Give Big Tips Work Hardship on Those Who Are Unable to Follow Their Example.

BY FREDERIC J. HASKIN

The evil that tips do is not confined to the poor devil of a servitor whom they degrade, the sleek world the truth of the old proverb, money talks." Let him come into a proprietor whom they enrich and the hapless wayfarer whom they impoverish. In this country (where some of us are still glad that there is no recognized privileged class of persons who can demand favorable discrimination us of right), the tipping system has opened up a way for persons of small brains and fat purses to purchase a sort of gilt distinction that sets them apart from their fellow-creatures.

Tips in Restaurants.

apart from their fellow-creatures.

Tips in Restaurants.

An ordinary American essays to enter a restaurant in the hope of satisfying his hunger even at the total sacrifice of his assets. A "second" waiter nods to him and places him at a table in the dark where he can, if he looks sharp, keep his elbow out of the mountain of butter on the serving table at his side. The head waiter has not seen him, the captain is oblivious of his existence. Even the 'bus, that lowliest of the lowly, fails to provide him with a glass of water until it has been thrice demanded. Obviously, this ordinary American is an undestrable citizen. The reason is that he are breakfast in the same place and tipped the waiter only a measly dime after having paid a dollar and a quarter for fruit, bacon and eggs and coffee. He is a marked man.

Comes now the extraordinary American. Two signer having the table and stick.

tip proffered has been accepted by the waiter. The railway cheerfully pays the salary of the spotter, but never thinks of paying the wages of its waiters and posting "no tipping" rules in its dining cars.

Possons the Tipper.

All of which goes to show that the tipping system not only degrades the man who takes a tip, but that it also corrupts and pelsons the man who give a tip. For, in a way, everyone of us is more or less related to the family of Douceur.

Tomorrow "How the Tipping Nuis-Comes now the extraordinary American. Two siender jāckals in biue uniforms relieve him of his hat and stick. The head waiter, the captain, two "seconds," and three waiters bow low before him and escort him in triumphal procession to a big round table full in the light and far removed from serving tables and their clatter. A whole battailion of 'busses go into action and produce one of them a glass of water, another a salver of bread, another a foot stool, while the others hover around in tense expectation that the great man may require an ash tray or a roc's egg. They have no prejudices such as burned in the soul of the slave to the lamp of Aladdin, and this great man has but to utter a wish to have it fulfilled.

The Head Waiter's Tip. Burt Ornderff has returned from San Antonio, Houston and Galvaston, where he attended the meeting of the hotel men's organization Mr. Ornderff took a big bundle of the "El Paso Hats" with him and distributed them to the visiting hotel men from Denver and the east. While away, Mr. Orndorff consulted with eastern hotel contractors regarding the erection of the new Orndorff hotel on the site of the old Orndorff in the plass. Nothing definite has yet been decided regarding the erection of the hotel, but the project is now under consideration in the east.

John Lufain, of New Mexico, is now a draftsman in the office of chief engineer Campbell, of the White Oaks Stendard is Raised.

If this man, the snob of tipperr, who has mised the standard of tipping so that a breakfast ith at the big hotels in New York is not a quarter, but 10 to 35 cents. It is he who has made it well-nigh impossible for the traveling business man to live within an expense account that will be O. K. with the boss. It is he who has introduced privilege, a meanly bought privilege paid for with mean money, into the ordinary creryday affairs of the Ameri-Burglars broke into a Myrtle avenue house last night and made a rather heavy haul of clothing, in the line of overcoats and dresses, and made good their escape.

H. Lutz, who helped himself to a wheal from McCutchian & Paymale.



I wonder how long some fellers would stick t' a secret order if it woen' fer' the uniforms? Prohibition only seems t' make it more difficult.

MAYOR KELLY GETS LETTER BY AIRSHIP

Will Answer It by Mail, Unless Another Airship Goes West Soon

Messages by aerial post is the newest mode of polite correspondence among southwestern mayors.

When Aviator Fowler arrived in El Paso from Douglas he carried a letter from the mayor of that city to mayor. Kelly. But the good looking sky pilot was so occupied with his biplane that he did not have an opportunity to meet mayor Kelly until Monday night at the forestry banquet. They were introduced at the speakers' table and aviator Fowler, mayor of the upper air, delivered ler, mayor of the upper air, delivered to Mr. Kelly, mayor of the city, the message which he had carried in his greasy old aviation coat since he left Douglas.

The mayor will answer it by mail as the next hiplane of the aerial post route is reported indefinitely delayed.

REFUENS TO OLD HOME.

J. R. Oliphant, comprisery man for the Southern Pacific at the Union station, has returned to his home in Booneville, Ark., because of Illness, His sister, Miss Ruth Oliphant, arrived Monday and accompanied him to his former home.

A FEDERAL JOB

ON THE ONWARD MARCH

Each New Invention Makes New Industries for Labor and Creates New Occupations and New Interests for Humanity.

The Age of Motored Things.

HE wonderful ago of the world I Or, sorry the search of the world for sing-Of steam, and storage, and motored thing.

Washington, D. C. Nov 15.—J. W. Johannessen, an instrument maker of 2025 Tularosa street, El Paso, was been appointed a mechanician to the department of commerce and labor.

Tomorrow "How the Tipping Nuls-ance Makes for Slavery."

FROM HOTEL MEET

Burt Orndorff has returned from San

ORNDORFF RETURNS

EL PASOAN GETS

seem dead, And all that is spoken has once been said. And all that is written were best un-

Though hearts are fron and thoughts are steel, And all that has value is mercantile, Yet marvelous truths shall the age re

Aye, greater the marvels this age shall find
Than all the centuries left behind,
When faith was a bigot and art was
billed.

The age of battery, coll and Through faith that slaughters and art that lauds, While reason alls on its throne and

Though faith may slumber and art But out of the leisure that men will When the cruel things of the sad earth A Faith that is Knowledge shall rise and grow.

> In the throb and whir of each new Thinner is growing the veil between The visible earth and the world's un-HOED.

The True Religion shall leisure bring: And Art shall awaken and Love shall Ming: Oh, oh! for the age of the motored thing!

When the sentimentalists talk of the value of the value of this mechanical age and bemoan the increase of machine work, they do not realize that they are bemoaning the eventual evolution of man the old. The World Will Not Stand Still.

monning the eventual evolution of man to something greater and more godlike than his present state.

When the workingman sets his face against the invoduction of a labor-saving machine he does not know it, but he is setting his face against the betterment of the lives of his children or his grandchildren.

When the singe coach, with its regular mails, was first introduced into

lar mails, was first introduced into the country the men who had carried mails on horseback across country declared the stage a monster, which bread from poor men's mouths. After the railroad came, the stage coach dovotes made the same protest; and the steamship was anothernatized by the sailboat, and the trolley by the railroad; gas was considered the destruc-

Means Emancipation for Mind of Man. The sewing machine brought conster-tation to the seamstresses and tailors; and the mower was regarded as an enemy to the poor man who had sup-ported himself by wielding the scythe at haying and harvesting mesons.

Yet what one of us today would like to see this country dependent upon a mounted man riding across fields with the mail bag, or upon the fish oil lamp for light, or the sailboat and stage coach for transportation, or the seyther of granging the burners or upon the

Every machine means emancipation

Every machine means emancipation for the mind of man.

I have not been stirred by anything in the world of art more powerfully than I was stirred by the first sight of the vacuum sweeper. What freedom for woman lies in that invention once it becomes universal, as it will?

Woman is slow to avail herself of the benefits of man's inventive genius. She is inclined to drag along in the old grooves, saying the old fashioned methods are good enough for her; but she is in the path of progress, and is too sensible to be ground under its wheels. The day will come when all sweeping, washing, froning, dish cleansing and other menial lebor will be accomplished by the mere direction of a machine, and the beautiful hours of beautiful days will not be spent in back breaking and mind monopoliting rounds of ever recurring labor.

If any man ever went to the sime-house because of the advent of the notice of the number of the number of the number of the number of the substitute of the institute of the new diens in many respects, you will be wise to many respects, you will be say you you breath, vitality and time for many respects, you will be wise to many r

house because of the nivent of machinery it was owing to his own lack
of foresight and perseverance.

Temporarily, indeed, the individual
may suffer from loss of accustomed on

The railroad will serve as an exwere driven out of business by the abandonment of the stage coach hun-dreds of men found occupation as conluctors, engineers, porters, brakemen and switchmen, not to mention the more profitable positions as officers of the road.

From the building and marketing of sewing machines and mowers and resp-ers more families have derived support

their introduction.

The world will not cannot must not stand still because a few slow and satisfied people have fallen into a groove and are dared at the thought of essaying any other method of life. the gas company.

Yet each new invention made new industries for labor and created new occupations and new interests for hu-

ont of the way.

The man who attempted to start a large enterprise in the manufacture of sparm oil lamps after the arrival of gas as a means of illumination need not clame the gas company for his fall-

It was due to his own lack of percep-It was due to his own lack of perception.

The manufacture of gas fixtures would have brought him a fertune.

Always look for the opportunity lying in the wake of progress; do not undertake anything which means defiance of new inventions.

Do not imagine you can persuade the masses to stay behind with old fashions and old methods.

However you may approve them, however they may excel the new ideas in many respects, you will be wise to

Lift up your eyes! Copyright, 1911, American-Journal-